

General Management

A Guide to Centralized Foodservice Systems. National Food Service Management Institute, 2002.

Developed to assist school food service directors in making decisions about whether to not to centralize food production in their district.

Building Human Resource Management Skills: Leadership Development for Managers. National Food Service Management Institute, 2002. *Includes: Adult Learning Principles; Balance and Personal Development; Building an Effective Team; Coaching Employees for a Positive Outcome (Includes video); Effective Leadership and Management Styles; Managing Change in Changing Times; and The Value of Valuing Differences in the Workplace. Each modules includes an overview, definitions, suggested time frames, outline, trainer's tactics, masters for participant handouts and transparencies, PowerPoint slide presentation and lesson plan. Some modules include videos.*

Building Human Resource Management Skills: Achieving an Effective Food Service System. National Food Service Management Institute, 2002. *Includes: Crisis Management Procedure and Practice; Developing Team Goals (includes video); Finding the Best (includes video); Getting the Most from Your Workday (Time Management) (includes video); Jobs and Multiskilling in the Food System; Orientation and Retraining; Scheduling the Team; and Strategies for an Effective Work Environment. Each modules includes an overview, definitions, suggested time frames, outline, trainer's tactics, masters for participant handouts and transparencies, PowerPoint slide presentation and lesson plan. Some modules include videos.*

Building Human Resource Management Skills: Management Skills for Success. National Food Service Management Institute, 2002. *Includes: Communication Skills for Managers; Creating a Motivating Workplace; Dealing with Conflict in the Workplace (includes video); Dealing with Difficult People and Situations (includes video); Delegating and Empowering; Employee Discipline; and Performance Standards and Expectations. Each modules includes an overview, definitions, suggested time frames, outline, trainer's tactics, masters for participant handouts and transparencies, PowerPoint slide presentation and lesson plan. Some modules include videos.*

Cost Effective Quality Food Service – An Instructional Guide, Second Edition. Judy Ford Stokes, 1985.

Foodservice Organizations: A Managerial Systems Approach, Second Edition. Marian Spears. Macmillan Publishing Co., 1991.

How to Hold Successful Meetings: 30 Action Tips for Managing Effective Meetings. Paul R. Timm, Ph.D. Career Press, 1992.

I Can Manage – A Practical Approach to School Foodservice Management. Jay Caton and Mary Nix, Van Nostrand Reinhold Co., Inc., 1986. (3 copies)

Inventory Management for Child Nutrition Programs. 2000 Breakfast Lunch Training. National Food Service Management Institute, 2000. *Training program designed to be taught by a foodservice director or other instructor who is familiar with the foodservice system. Includes video "Inventory Management."*

Resolving Conflicts on the Job. Jerry Wisniski. American Management Association, 1993.

Successful Team Building. Thomas L. Quick. American Management Association, 1992.

The Effective Food Service Supervisor. Anna Katherine Jerrigan, R.D., Aspen Publishers, 1989. *Provides quality advice and theoretical and practical information on managing, motivating, training, disciplining and terminating employees.* (2 copies)

The People Puzzle: Understanding Yourself and Others. Morris Massey, Reston Publishing Co., 1979.

1,001 Ways to Reward Employees. Bob Nelson. Workman Publishing Company, Inc., 1994.

Videos

Inventory Management National Food Service Management Institute, 2000. RT 24:42. *Accompanies training manual "Inventory Management for Child Nutrition Programs"*

Financial Management

Child Nutrition Forum: Doing More with Less – Innovative Ideas for Reducing Costs in the School Nutrition Program. FRAC, Washington, DC, 1983.

Controlling and Analyzing Costs in Foodservice Operations, 3rd Edition. James Keiser and Frederick J. DeMicco, Macmillan Publishing Company, 1993.

Controlling Costs in the Food Service Industry. Dorothy Pannell-Martin. Alexandria, VA: InTEAM Associates, 1998.

Cost Effective Quality Food Service – An Instructional Guide, Second Edition. Judy Ford Stokes, 1985.

Energy Conservation Manual for School Food Service Managers. National Food Service Management Institute, April 1994. *Includes information about monitoring energy use and developing energy improvement and conservation plans, to improve use of energy and control costs.* (2 copies)

Financial Management Information System Preliminary Report. National Food Service Management Institute, 2001.

Financial Management Training for School Food Service Personnel. New York State Department of Education, 1987.

Meeting the Challenge: Financial Strategies for Child Nutrition Programs. School Food Service Foundation, 1996. *Teaches step-by-step approach to analyzing and comparing program expenses and revenues. Indicates how to correctly analyze current meal pricing and make adjustments to realign fixed or variable costs.*

Revenue Generators and Cost Control Measures Currently Used in Financially Successful Child Nutrition Programs. National Food Service Management Institute, 1997.

Solving the Money Mystery: A Handbook for School Food Service Managers in the National School Lunch Program. U.S. Department of Agriculture Midwest Region, 1993. *Intended to help managers understand the financial operations of the School Lunch Program. Accompanying video "Solving the Money Mystery."*

Understanding Foodservice Financial Management. Jeannie Sneed, Ph.D., R.D. and Kathryn Henderson Kresse. Aspen Publishers, Inc., 1989. *Combines in-depth knowledge of the non-commercial foodservice industry (i.e., schools, colleges, hospitals, and government agencies) with an in-depth study of financial management for a complete range of practical information tailored to the work you do and the problems you face.*

What You Do Makes Cents: The Economic Impact of the Production Staff on Cost Control. Ohio Department of Education, 1999.

Videos

Solving the Money Mystery. U.S. Department of Agriculture, Midwest Region, 1993. RT 6:10. *Accompanies manual "Solving the Money Mystery."*

Menu Planning and Production

A Menu Planner for Healthy School Meals. U.S. Department of Agriculture, 1998. *Provides information on the nutrition goals of the Schools Meals Initiative for Healthy Children, the four menu planning options (Traditional and Enhanced Food-Based, NuMenus and Assisted NuMenus), production records, nutrient analysis, and marketing of School Nutrition Programs.*

A Tool Kit for Healthy School Meals: Recipes and Training Materials. U.S. Department of Agriculture, 1995. *A collection of 53 new recipes for School Lunch and Breakfast Programs which focus on reduced fat, increased fruits, vegetables and grains, and increased ethnic variety of foods. Materials include nutrient analysis, a marketing manual to promote the healthier recipes to students, and an instruction guide on how to use the new recipes. Recipes available at: www.nfsmi.org/New/index.html.*

American Heart Association Cookbook, Fifth Edition. Times Books, 1991.

Baking for Healthy School Meals. South Dakota Department of Education and Cultural Affairs, 1998. *A 30-hour course to prepare bakers to use standardized quantity recipes to produce baked products that meet acceptable quality standards.*

Baking Basics for 100 Plus: Yeast Doughs and Quick Breads. Wheat Flour Institute and American School Food Service Association. *Leader's guide, filmstrips and cassette tapes.*

Baking Handbook for the Food Service Industry. General Mills, Inc. 1980.

California Commodity Cuisine Recipe Collection. California State Department of Education, 1986.

Chef's Handbook: Low-Fat Quantity Food Preparation. American Dietetic Association, 1993.

Cooking: A World of New Tastes, Part I – Cooking with Skill. U.S. Department of Agriculture, 1998. RT 24:00. *Self-instructional culinary training video which explores innovative and creative approaches to the production of healthy, tasty and attractive foods for school meals programs. Designed for local managers to use in training.*

Cooking: A World of New Tastes, Part II – Cooking with Moist Heat. U.S. Department of Agriculture, 1998. RT 20:00. *Self-instructional culinary training video which explores innovative and creative approaches to the production of healthy, tasty and attractive foods for school meals programs. Designed for local managers to use in training.*

Cooking: A World of New Tastes, Part III – Cooking with Dry Heat. U.S. Department of Agriculture, 1998. RT 18:00. *Self-instructional culinary training video which explores innovative and creative approaches to the production of healthy, tasty and attractive foods for school meals programs. Designed for local managers to use in training.*

Cooking: A World of New Tastes, Part IV – Food, Fun and Flair. U.S. Department of Agriculture, 1998. RT 15:00. *Self-instructional culinary training video which explores innovative and creative approaches to the production of healthy, tasty and attractive foods for school meals programs. Designed for local managers to use in training.*

Cooking for the New Generation: Storing, Cooking and Holding the New Generation of Foods, 1997 BLT. National Food Service Management Institute, 1997. *Features the correct ways to prepare and serve all types of foods while retaining peak appearance and flavor. Includes techniques for assessing the quality of multiple ingredient processed food products, and foods with lower amounts of fat. Includes video, "Cooking for the New Generation."*

Cooking for the Professional Chef: A Structured Approach. Kenneth C. Wolfe, Litton Educational Publishing, 1976.

Cost Effective Recipes for 10 to 100. Carolyn Breeding and Donna Foster, Van Nostrand Reinhold Publishing, 1989.

Cuisine for Kids: Celebrating Taste and Health in Schools and Child Care, Instructor's Manual. California Department of Education, 1997. *A 12 hour course in healthy food preparation for Child Nutrition Programs food production staff. Includes six 2-hour sessions team taught by a chef and nutritionist and involving students by classroom instruction and hands-on kitchen experiences.*

Cuisine for Kids: Celebrating Taste and Health in Schools and Child Care, Student Manual. California Department of Education, 1997.

Culinary Techniques Cooking with Flair: Breads and Grains (CD-ROM). National Food Service Management Institute, 2001. *Second in a series on culinary skills. The material is divided into sections on yeast breads, quick breads, cakes, pasta, rice and grains. Additional content including the history of bread, food service, chemistry and mathematics make it appropriate for use in classrooms.*

Culinary Techniques Cooking with Flair: Fruits, Salads and Vegetables (CD-ROM). National Food Service Management Institute, 2001. *First in a series on culinary skills. Designed to encourage the learner in self-instruction but can also be used with a digital projector and complement instructor-led education such as Culinary Techniques for Healthy School Meals. Target audience is food service assistants, but can be a useful tool for anyone interested in producing healthful, high-quality meals.*

Culinary Techniques for Healthy School Meals (Part I). National Food Service Management Institute, 1996. *A series of lessons on basic food production principles and culinary techniques for school food service assistants. Designed to be presented by the school food service manager, lessons include: Introduction to Preparing Healthy School Meals; Preparing Fruits; Preparing Cooked Vegetables; and Preparing Salads. Accompanying videos.*

Culinary Techniques for Healthy School Meals (Part II). National Food Service Management Institute, 1996. *A series of lessons on basic food production principles and culinary techniques for school food service assistants. Designed to be presented by the school food service manager, lessons include: Preparing Yeast Breads; Preparing Quick Breads; Preparing Rice, Pasta and Grains; and Preparing Cakes. Accompanying videos.*

Culinary Techniques for Healthy School Meals (Part III). National Food Service Management Institute, 1996. *A series of lessons on basic food production principles and culinary techniques for school food service assistants. Designed to be presented by the school food service manager, lessons include: Preparing Meat and Poultry; Preparing Processed Meat Products; Preparing Meat Alternate Main Dishes; and Preparing Sauces. Accompanying videos.*

Culinary Techniques for Healthy School Meals (Part IV). National Food Service Management Institute, 1996. *A series of lessons on basic food production principles and culinary techniques for school food service assistants. Designed to be presented by the school food service manager, lesson includes: Seasonings for Healthy School Meals. Accompanying videos.*

Culinary Techniques for Healthy School Meals: A Coaching Guide for School Nutrition Managers. National Food Service Management Institute, 1996.

Culinary Techniques for Healthy School Meals: Master Trainer Workbook. National Food Service Management Institute, 1996.

Ethnic and Regional Food Practices: Chinese American. The American Dietetic Association and American Diabetes Association, 1990.

Ethnic and Regional Food Practices: Jewish. The American Dietetic Association and American Diabetes Association, 1989.

Ethnic and Regional Food Practices: Mexican American. The American Dietetic Association and American Diabetes Association, 1989.

Efficient Quantity Food Production Recipe Series. *Includes: Series IA & IB: Meats & Entrees; Series II: Vegetables; Series III: Salads; Series IV: Baking; Series V: Desserts.*

Food for Fifty, Sixth Edition. West, Shugart, & Wilson, John Wiley & Sons, 1979. (2 copies)

Food for Fifty, Ninth Edition. Grace Shugart and Mary Molt. Macmillan Publishing Company, 1993.

Food Preparation: Study Course. Louise Dennler, Iowa State University Press, 1971.

Food Production Records. Ohio Department of Education, 2000. *Includes lesson plans and transparencies.*

Food Quality Evaluation and Assurance Manual for School Food Service. National Food Service Management Institute, 1995. *Serves as a reference guide for school food service directors/supervisors and managers in gathering information to help evaluate the overall quality of food and service provided. Also serves as a self-assessment tool to assist schools in better meeting the needs of customers. Information and data collection tools are provided for six areas of a Food Quality Model: Food Quality, Perceptions; Planning; Procurement; Production; and Service. (2 copies)*

Healthwise Quantity Cookbook. Stephanie Turner and Vivienne Aronowitz, CSPI, 1990.

Healthy Cooking for Kids – 1995 Breakfast Lunch Training. National Food Service Management Institute, 1995. *Designed to introduce new cooking techniques for preparing low fat and great tasting school meals. Includes three modules: Increasing Fruits and Vegetables in Menu Planning; Reducing Fats in Meats and Meat Alternates Main Dishes; and Increasing Grains and Pasta in School Lunch Meals. Includes video "Healthy Cooking for Kids." (10 copies)*

Healthy Menus and Recipes for the Summer Food Service Program. Irene Berman-Levine and M. Colleen McCan. Pennsylvania Department of Education, 1993. *Includes menus, recipes, sanitation pointers, and accompanying video, "Healthy Menus and Recipes for the Summer Food Service Program."*

- Healthy Mexican American Cooking, *Deleites De la Cocina Mexicana: A Bilingual Cookbook*. Maria Luisa Urdaneta, R.N., Ph.D. and Daryl Kanter, R.N. University of Texas Press, 1996. *Over 200 recipes in both English and Spanish. Recipes include nutritional analysis and exchanges.*
- Indian and Pakistani Food Practices, Customs and Holidays. American Dietetic Association, 1996. *Includes glossary of food items, supplemental exchange lists, typical meal patterns and modified versions of traditional recipes.*
- Instructor's Manual for Professional Cooking. Wayne Gissler. John Wiley & Sons, 1983.
- International Quantity Foods. Pamela Goyan Kittler and Kathryn Sucher. Van Nostrand Reinhold, 1990.
- Lessons on Meat. National Livestock and Meat Board, 1991. *A reference book on meat, including such topics as: nutrient values; meat identification; processed meat; purchasing, inspection and grading; storage; cookery; and carving and serving.*
- Professional Cooking. Wayne Gissler. John Wiley & Sons, 1983.
- Professional Food Preparation, Second Edition. Margaret E. Terrell, John Wiley & Sons, 1975.
- Measuring Success with Standardized Recipes. National Food Service Management Institute, 2002. *Promotes the use of standardized recipes and can be used to teach employees how to standardize recipes for their own operation. Includes video "Measuring Success with Standardized Recipes."*
- Menu Planning Guidance for School Nutrition Programs. Connecticut State Department of Education, Office of Child Nutrition, 2001. *Assists school nutrition programs with planning and serving meals to meet federal and state requirements and to provide answers to common questions regarding food and nutrition issues. Includes comprehensive information on a variety of menu planning issues, including Food-Based meal pattern requirements, avoiding common menu problems, criteria for NuMenus meals, and accommodating children with special dietary needs. An extensive guide to crediting foods allows menu planners to look up specific food items and determine whether they are creditable in the Enhanced Food-Based meal patterns. Also includes information on nutrition basics (e.g., nutrition concerns for children, Dietary Guidelines, Food Guide Pyramid, Food Labels) and food safety and sanitation.*
- Menu Planning Project: Implementation of the Dietary Guidelines in School Food Programs. John C. Stalker Institution of Food and Nutrition, Framingham State College and Massachusetts Department of Education, 1995. *Used student menu preference survey to determine popular food items which were used in developing menus to meet the Dietary Guidelines.*
- Menu Solutions: Quantity Recipes for Regular and Special Diets. Sanda J. Frank, Ed. D., R.D. and Robert E. Baker, C.F.E. John Wiley & Sons, Inc., 1996. *Contains 400 recipes in quantities of 4 to 50. Each recipe includes a complete nutritional analysis, as well as variations for special diets, including diabetic, low-sodium, low-fat/low-cholesterol, consistency- and texture-modified, fat- and cholesterol-modified, vegetarian and kosher.*
- Mexican Light Cooking. Kathi Long, The Putnam Publishing Group, 1992. *Healthy Mexican recipes.*
- Nutrition and Menu Management CD Rom. Georgia Department of Education, August 1998.

Nutritional Standards (of Foods). Lewis J. Miner, AVI Publishing Co., 1983.

Quantity Food Preparation: Standardizing Recipes and Controlling Ingredients. Polly W. Buchanan, Ph.D., R.D., The American Dietetic Association, 1993. *Describes how to develop and implement a recipe standardization program, with guidelines for setting up an ingredient room and discussion of computer applications in food production. Includes detailed instructions for designing a recipe format, adjusting recipe yields, and evaluating recipe results.*

Quantity Food Production: Planning and Management. John Knight & Lendal Kotchevar, CBI Publishing Co., Inc., 1979.

Quantity Recipes for Kid's Cuisine. Ohio Department of Education, 2000.

Quantity Recipes for Kid's Cuisine, 2nd Edition. Ohio Department of Education, Columbus, Ohio 2002.

Quantity Recipe Series Using U.S. Department of Agriculture, Food Commodities: Condiments. Nan Unklesborg, Editor, University of Missouri.

Quantity Recipe Series Using USDA Food Commodities: Desserts. Nan Unklesborg, Editor, University of Missouri.

Quantity Recipe Series Using USDA Food Commodities: Main Entrees. Nan Unklesborg, Editor, University of Missouri.

Quantity Recipe Series Using USDA Food Commodities: Salads. Nan Unklesborg, Editor, University of Missouri.

Quantity Recipe Series Using USDA Food Commodities: Sandwiches, Soups and Breads. Nan Unklesborg, Editor, University of Missouri.

Quantity Recipe Series Using USDA Food Commodities: Vegetables. Nan Unklesborg, Editor, University of Missouri.

Quantity Recipes for School Food Service (USDA Commodity Recipes). U.S. Department of Agriculture, 1988. *Recipes available at: www.nfsmi.org/New/index.html.*

Quick and Healthy Recipes and Ideas – For people who say they don't have time to cook healthy meals. Brenda Ponichtera, R.D., Scale Down Publishers, 1994.

Recipes for the National School Lunch Program and School Breakfast Program. Texas Education Agency, 1995. *Includes 10 recipes designed to be lower in fat and to help schools meet the increased amounts of Grains/Breads required in the new Food-Based Menu Planning System.*

Ruby's Low-Fat Soul Food Cookbook. Ruby Banks-Payne. Contemporary Books, 1996. *Over 100 recipes, includes nutritional analysis.*

School Recipe Portfolio Merchandising Manual. Mississippi State Department of Education, 1984.

Sixty Days of Low Fat Low Cost Meals in Minutes. M.J. Smith, R.D., M.A., Chronimed Publishing Inc., 1992.

- Soul and Traditional Southern Food Practices, Customs and Holidays. American Dietetic Association, 1995. *Includes glossary of food items, supplemental exchange lists, typical meal patterns and modified versions of traditional recipes.*
- Standardized Recipes. Ohio Department of Education, 2000. *Includes lesson plans and transparencies.*
- Student Driven Menu System: Food Ordering & Production. Commonwealth of Virginia, Department of Education, 1996.
- Student Driven Menu System: Recipes. Commonwealth of Virginia, Department of Education, 1996. *Includes six week cycle menu and 135 recipes. Includes video.*
- Student Driven Menu System: Specifications. Commonwealth of Virginia, Department of Education, 1996.
- Student Driven Menu System: User's Guide. Commonwealth of Virginia, Department of Education, 1996. *Goal: To provide schools with resources in menu planning, product specifications, food ordering and recipes to assist in providing healthful and appealing meals for students.*
- Texas School Recipe Roundup. Texas Education Agency, 1997. *Includes standardized recipes that were winners of a state contest in the following categories: five recipes from grains/breads, five from main dish, and two from vegetable.*
- The Brilliant Bean: Sophisticated Recipes for the World's Healthiest Food. Sally and Martin Stone, Bantam Books, 1988.
- The Fine Art of Garnishing. Jerry Crowley, GJC Publishing, 1978.
- The Flavor Secret: Using herbs and spices to put flavor back into low-fat, low-calorie, low-cholesterol cooking. Judy Gilliard, Chronimed Publishing, Inc., 1994.
- The PMA Fresh Produce Reference Manual for Food Service. Produce Marketing Association, 1989.
- The Pyramid Cookbook: Pleasures of the Food Guide Pyramid. Pat Baird, Henry Holt and Company, 1993.
- The Professional Chef's Baking Recipes. Jule Wilkinson, Editor, Institutions Magazine, 1970.
- Three Steps to Healthy School Meals, Manual I (Steps I and II). Arkansas Department of Education, December 2000. *Meal management system for the Traditional Food Based meal pattern. The three steps include (1) planning pre-analyzed menus, (2) purchasing food using food descriptions and (3) producing and presenting food to students.*
- Three Steps to Healthy School Meals, Manual II (Step III). Arkansas Department of Education, December 2000. *Meal management system for the Traditional Food Based meal pattern. The three steps include (1) planning pre-analyzed menus, (2) purchasing food using food descriptions and (3) producing and presenting food to students.*
- Utilization of USDA Surplus Commodity Products in Baking.

Videos

Chef Jeff Presents...Practical Tips for Healthy School Meals Part I. Texas Nutrition Education and Training Program, 1998. RT 60:55. *Includes history of school nutrition programs, kitchen overview, standardizes recipes, record keeping and professional development.*

Chef Jeff Presents...Practical Tips for Healthy School Meals Part II. Texas Nutrition Education and Training Program, 1998. RT 60:12. *Cooking demonstrations for Easy Beef and Salsa Wrap, Sensational Steamed Broccoli and Polynesian Carrot Cake. Accompanies "Culinary Techniques for Healthy School Meals" manual.*

Cooking for the New Generation: Storing, Cooking and Holding the New Generation of Foods, 1997 BLT. National Food Service Management Institute, 1997. RT 19:00. *Accompanies manual "Cooking for the New Generation."*

Culinary Techniques for Healthy School Meals (Part I): Introduction to Preparing Healthy School Meals, Preparing Fruits. National Food Service Management Institute, 1996. *Accompanies "Culinary Techniques for Healthy School Meals" manual.*

Culinary Techniques for Healthy School Meals (Part I): Preparing Cooked Vegetables, Preparing Salads. National Food Service Management Institute, 1996. *Accompanies "Culinary Techniques for Healthy School Meals" manual.*

Culinary Techniques for Healthy School Meals (Part II): Preparing Yeast Breads; Preparing Quick Breads. National Food Service Management Institute, 1996. *Accompanies "Culinary Techniques for Healthy School Meals" manual.*

Culinary Techniques for Healthy School Meals (Part II): Preparing Rice, Pasta and Grains, Preparing Cakes. National Food Service Management Institute, 1996. *Accompanies "Culinary Techniques for Healthy School Meals" manual.*

Culinary Techniques for Healthy School Meals (Part III): Preparing Meat and Poultry, Preparing Processed Meat Products. National Food Service Management Institute, 1996. *Accompanies "Culinary Techniques for Healthy School Meals" manual.*

Culinary Techniques for Healthy School Meals (Part IV): Seasonings for Healthy School Meals. National Food Service Management Institute, 1996. *Accompanies "Culinary Techniques for Healthy School Meals" manual.*

Draining and Rinsing Ground Beef. Beef Industry Council and Beef Board, 1991. RT 6:00.

Flavor Savor School Milk Program. Milk Promotion Services, 1988. RT 5:25. *Purpose: To increase awareness of importance of storage, handling and care of milk on quality and freshness. Has accompanying discussion guide.*

Healthy Cooking for Kids. National Food Service Management Institute, 1995. RT 29:30. *Accompanies "Healthy Cooking for Kids – 1995 Breakfast Lunch Training."*

- Healthy Menus and Recipes for the Summer Food Service Program. Pennsylvania Department of Education, 1995. *For use with the book "Healthy Menus and Recipes for the Summer Food Service Program."*
- Louisiana School Food Service Training Program, Phase I N: Using Standardized Recipes. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*
- Louisiana School Food Service Training Program, Phase I P: Meal Service. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*
- Louisiana School Food Service Training Program, Phase I Q: Portion Control. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*
- Measuring Success with Standardized Recipes. National Food Service Management Institute, 2002. RT 15:25.
- National Food Service Management Institute Teleconference #3 – Preparation and the Dietary Guidelines (2/3/93). National Food Service Management Institute, 1993. RT 60:00.
- National Food Service Management Institute Teleconference #7 – Creating Healthy Menus for the Mainline, Part I (10/26/94). National Food Service Management Institute, 1994. RT 60:00.
- National Food Service Management Institute Teleconference #8 – Creating Healthy Menus for the Mainline, Part II (3/8/95). National Food Service Management Institute, 1995.
- Purchasing for Quality in School Food Service Today. The School Food Management Forum. RT 54:08. (2 copies)
- Student Driven Menu System Video. Commonwealth of Virginia, Department of Education, 1996. RT 16:00. *Accompanies Student Driven Menu System manuals.*
- You're a Part of the Process: How to Handle Frozen Further Processed Products. Tyson Foods, Inc., 1990. *Accompanying Presenter's Guide.*

Purchasing, Receiving and Storage

A Guide for Purchasing Foodservice Equipment. The National Food Service Management Institute, 1998. *Designed to help school foodservice directors purchase conventional foodservice production equipment using a decision-making process and critical pathway approach.*

All-Star Receiving for Child Nutrition Programs – 1998 Breakfast Lunch Training (BLT). National Food Service Management Institute, 1998. *Five lessons (each 10-15 minutes) designed for managers to work with assistants to improve receiving practices. Includes video.*

Arizona's School Food and Nutrition Simplified Buying Guide. Arizona Department of Education, 1988.

Choice Plus: A Reference Guide for Foods and Ingredients. U.S. Department of Agriculture, 1996. *Provides sample food product sheets for a variety of products commonly used in school meals. Includes quality indicators and sample product descriptions.*

First Choice: A Purchasing Systems Manual for School Food Service. National Food Service Management Institute, 1996. *Designed to help school food service directors with purchasing systems to support and promote the Healthy School Meals Initiative.*

First Choice: A Purchasing Systems Manual for School Food Service, 2nd Edition. National Food Service Management Institute, 2002. *Designed to help school food service directors with purchasing systems to support and promote the Healthy School Meals Initiative. This edition updates procurement information and integrates food safety information to assist the purchaser in establishing procedures to assure the receipt of a safe product as specified.*

First Choice: A Purchasing Systems Manual for School Food Service Instructor Guide. National Food Service Management Institute, 1999.

Food Buying Guide for Child Nutrition Programs. U.S. Department of Agriculture, 2002. *Resource to determine the amount of food to purchase and the contribution each food makes toward the meal pattern requirements. Includes information on recipe analysis, child nutrition labeling and food purchasing. Also includes a resource section of useful web pages and information on food service, food preparation, food safety and menu planning publications. Available at: www.fns.usda.gov/tn/Resources/foodbuyingguide.html.*

Food Purchasing: Study Course. Lynne Nannen Ross, Iowa State University Press, 1971.

Food Purchasing Guide. Linda Fox Simmons, Nutrition and Health: Training Alternatives, 1990.

Lessons on Meat. National Livestock and Meat Board, 1991. *Includes information on meat in the diet, uniform retail meat identifying standards, processed meat, purchasing, storage, cooking, carving and serving.*

Purchasing for Food Service: Self Instruction. Lynne Nannen Ross, Iowa State University Press, 1985.

Quantity Food Purchasing, Second Edition. Lendal H. Kotschevar, John Wiley & Sons, 1975. (2 copies)

Solving the Mystery: Food Buying Guide for Child Nutrition Programs – Instructor Manual. West Virginia Department of Education, 1992.

Solving the Mystery: Food Buying Guide for Child Nutrition Programs – Student Workbook. West Virginia Department of Education, 1992.

Student Driven Menu System: Food Ordering & Production. Commonwealth of Virginia, Department of Education, 1996.

Student Driven Menu System: Specifications. Commonwealth of Virginia, Department of Education, 1996.

Student Driven Menu System: User's Guide. Commonwealth of Virginia, Department of Education, 1996. *Goal: To provide schools with resources in menu planning, product specifications, food ordering and recipes to assist in providing healthful and appealing meals for students.*

USDA Commodity Fact Sheets for Schools and Institutions. U.S. Department of Agriculture, 1998.

Videos

Cooperative Purchasing for Child Nutrition Programs, January 26, 1999. National Food Service Management Institute. RT 1:47

Louisiana School Food Service Training Program, Phase I O: Storage. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

National Food Service Management Institute Teleconference #2 – Purchasing and Dietary Guidelines (9/23/92). National Food Service Management Institute, 1992. RT 60:00.

National Food Service Management Institute Teleconference #15 – Quality Receiving Practices for Healthy School Meals (10/28/98). National Food Service Management Institute, 1998. RT 60:00.

Equipment

Available Equipment in School Food Service. National Food Service Management Institute, April 1997.

Deep Fat Frying. Florida State Department of Education, 1991. *Manual and video.*

Equipment Guide for On-Site School Kitchens. U.S. Department of Agriculture, 1974. (2 copies)

Equipment Guide for Preschool and School Age Child Service Institutions. U.S. Department of Agriculture, 1974.

Food Equipment Facts: A Handbook for the Food Service Industry. Carl Scriven & James Stevens, 1980.

Food Service Equipment: Selection, Arrangement and Use. Jernigan and Ross, Iowa State University Press, 1974.

Guidelines for Equipment to Prepare Healthy Meals. National Food Service Management Institute, 1996.

Issues Related to Equipment and Dietary Guidelines for Americans. National Food Service Management Institute, March 1996.

Louisiana School Food Service Training Program, Phase I. Louisiana Department of Education, 1998. *A comprehensive training program for school food service employees, including 20 training videos. Lessons include: Personal Hygiene; Sanitary Food Handling; Cleaning the Facility; Safe Working Practices I and II; Introduction to Equipment and Small Equipment; Food Machines I – Slicer, Mixer and Food Chopper; Food machines II – Food Processor and Vertical Cutter Mixer; Cooking Equipment I – Steamers and Steam-Jacketed Kettles; Cooking Equipment II – Tilting Skillets and Deep Fat Fryers; Cooking Equipment III – Ranges and Ovens; Refrigerators and Freezers; Dishmachines; Using Standardized Recipes; Storage; Meal Service; Portion Control; Communication and Group Problem Solving; Promoting School Food Service; and Nutrition.*

School Food and Nutrition Design Manual. Maryland State Department of Education, 1996. *Intended to guide school food serve supervisors and school facility designers and administrators to plan food service production, serving and dining areas which increase student participation, create a healthful and educational environment, and produce safe and nutritious foods.*

School Nutrition Facility Planning Guide. Dorothy Van Egmond Pannell, California Department of Education, 1992. *Resource guide for planning remodeling of outdated facilities or building of new ones.* (2 copies)

Training Program for the Use, Operation and Maintenance of Refrigerated Food Storage. Florida Department of Education, 1993. *Purpose: To train school food service personnel how to properly use, operate and, maintain refrigerated equipment. Includes video.*

Using Equipment Safely and Efficiently – 2002 Breakfast Lunch Training. National Food Service Management Institute, 2002. *Provides educational resources for school food service professionals to teach staff about the safe and effective use of equipment. Includes lessons on Choosing the Right Equipment, Simplified Equipment Operation, How to Keep Equipment Running, and Working Safely and Efficiently. Contains a PowerPoint presentation on CD-ROM and has accompanying videotape, "Using Equipment Safely and Efficiently."*

Warewashing & Sanitizing Kitchen Equipment. Florida State Department of Education, 1992. *Manual and videos.*

Videos

Deep Fat Frying. Florida State Department of Education, 1991. RT 35:00. *Accompanies manual "Deep Fat Frying."*

Louisiana School Food Service Training Program, Phase I F: Introduction to Equipment and Small Equipment. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I G: Food Machines I – Slicer, Mixer and Food Chopper. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I H: Food Machines II – Food Processor and Vertical Cutter Mixer. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I I: Cooking Equipment I – Steamers and Steam-Jacketed Kettles. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I J: Cooking Equipment II – Tilting Skillets and Deep Fat Fryers. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I K: Cooking Equipment III – Ranges and Ovens. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I L: Refrigerators and Freezers. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I M: Dishmachines. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

National Food Service Management Institute Teleconference #12 – Equipment Efficiency for Healthy School Meals (4/97). National Food Service Management Institute, 1997. RT 59:10

The Care and Use of the French Knife. Mike Hiza, Hotel Food Service Management, Manchester Community College. RT 12:00.

Training Video for the Use, Operation and Maintenance of Refrigerated Food Storage. Florida Department of Education, 1993. *Accompanies manual "Training Program for the Use, Operation and Maintenance of Refrigerated Food Storage."*

Using Equipment Safely and Efficiently. National Food Service Management Institute, 2002. RT 32:00. *Accompanies manual "Using Equipment Safely and Efficiently."*

Warewashing. Florida Department of Education, 1992. RT 40:54. *Accompanies manual "Warewashing and Sanitizing Kitchen Equipment."*

Sanitation and Food Safety

Applied Foodservice Sanitation, Fourth Edition. The Educational Foundation of the National Restaurant Association, 1993. (3 copies)

Applied Foodservice Sanitation Instructor's Kit, Fourth Edition. The Educational Foundation of the National Restaurant Association, 1993. *Includes Instructor's Guide, Visual Aid Kit, and Slides.*

Be Cool Chill Out, Consumer Education Planning Guide 2001. National Restaurant Association Educational Foundation's International Food Safety Council, 2001. *Includes ideas and tools for planning food safety education activities and events for various age groups.*

Cooking for Groups: A Volunteer's Guide to Food Safety. U.S. Department of Agriculture, Food Safety and Inspection Service, 2001.

Food Risks: Perception vs. Reality. A Program to Promote Food Risk Awareness and Understanding. Food and Drug Administration/Department of Health and Human Services and the International Food Information Council, 1993. *Presents food safety information to high school students.*

Food Safety – A Self Paced Training Module (for Summer Food Programs). Connecticut State Department of Education, Child Nutrition Unit.

Food Safety Community Action Plan. National Live Stock and Meat Board, 1994. *Provides a practical approach to prevention of foodborne illness, including specifications for reaching consumers, teachers, children and food handlers.*

Food Safety for Professionals: A Reference and Study Guide. Mildred McInnes Cody and Mary Keith, The American Dietetic Association, 1991.

Food Safety is No Mystery Training Package. U.S. Department of Agriculture, Food Safety and Inspection Service, 1987. (12 copies) *Training manual to accompany Food Safety is No Mystery video.*

Food Safety Resource Kit. American Dietetic Association, 1995.

Food Sanitation and Safety Self-Assessment Instruction for Child Care Centers. California State Department of Education, 1990. (2 copies)

Food Sanitation and Safety Self-Assessment Instruction for Family Day-Care Homes. California State Department of Education, 1990.

Food Sanitation and Safety Self-Assessment Instruction for School Nutrition Programs. California State Department of Education, 1990. (3 copies)

Food Sanitation: Study Course. Anna K. Jernigan, Iowa State University Press, 1971.

Food Storage Guide for Schools and Institutions. U.S. Department of Agriculture, Food Safety and Inspection Service, 1975.

HACCP for Child Nutrition Programs: Building on the Basics – Food Service Director Manual. National Food Service Management Institute, 2002.

HACCP for Child Nutrition Programs: Building on the Basics – Instructor Manual. National Food Service Management Institute, 2002. *Includes CD-ROM and video.*

HACCP for Food Service: Recipe Manual and Guide. Barbara LaVella, M.B.A., R.D. and Jacquelyn L. Bostic, M.P.H., R.D., 1994. *Over 100 recipes with easily understood Critical Control Point procedures incorporated into each recipe. Also includes nutrient analysis information.*

HACCP Reference Book. The Educational Foundation, National Restaurant Association, 1993.

Making Food Healthy and Safe for Children – How to Meet the National Health and Safety Performance Standards/Guidelines for Out-of-Home Child Care Programs. U.S. Department of Health and Human Services, 1997.

No Time to Train? Lessons on Food Safety and Sanitation. Midwest Region U.S. Department of Agriculture, Chicago, Illinois, 1998. *Includes fifteen 10 minute lessons divided into three categories: Safety, Foodborne Illness and HACCP. Intended to be used by cafeteria managers for training food service staff during “teachable” moments, informally and at brief meeting times.*

Pesticides in Food: A Guide for Professionals. Christine F. Chaisson, Barbara Peterson and Judith Douglass, The American Dietetic Association, 1991.

Play it Safe: Goals for Food Safety. U.S. Department of Agriculture, Food Safety and Inspection Service, 1990. *A food safety educational program designed for use in health and science classes with students in grades 4-6.*

Preventing Foodborne Illness: A Guide to Safe Food Handling. U.S. Department of Agriculture, Food Safety and Inspection Service, 1990.

Safe Food for Children – A Series of Lessons for Parents and Child Care Providers. Kansas Cooperative Extension, 1992. *Has accompanying video.*

Safe Food for Children – Presenting Foodborne Illness in Child Care Centers and Family Day Care Homes. Washington State University, Cooperative Extension, 2002.

Sanitation and Food Safety for School Food Service. Wisconsin Department of Public Instruction, 1992.

Sanitation Course Instructor's Manual for School Food Service Personnel. Connecticut Nutrition Education and Training Program, 1990. (4 copies)

Serve it Safely to Seniors: Safe Food Handling in Elderly Feeding Programs. Diane Wright Hirsch, R.D., M.P.H. and Kenneth Hall, Ph.D., University of Connecticut Cooperative Extension System, 1994. *Curriculum for food handlers, transportation personnel and congregate meal site managers.*

Serving It Safe: A Manager's Tool Kit. U.S. Department of Agriculture, 1996. *Designed to enable food service managers to provide training in food safety and sanitation for their staff. Includes training manual and computer-based activities.*

Serving It Safe, Second Edition. U.S. Department of Agriculture, 2002. *Describes why food safety is important and gives general guidance on how foodservice personnel can insure that foods are prepared and served in a safe manner, based on the 2001 Food Code. Includes interactive CD-ROM.*

Serving It Safe Instructor Guide, Second Edition. U.S. Department of Agriculture, 2002. *Provides an outline for conducting 10 hours of group training sessions using Serving It Safe.*

Serving Safe Food: A Practical Approach to Food Safety, Trainer's Tool Kit. National Restaurant Association, 1995. *Includes slides and Food Safety Showdown game.*

Serving Safe Food Certification Coursebook: A Practical Approach to Food Safety. National Restaurant Association, 1995.

Serving Safe Food, Second Edition: Employee Guide. The Educational Foundation, National Restaurant Association, 1993.

Serving Safe Food, Second Edition: Leader's Guide. The Educational Foundation, National Restaurant Association, 1993.

Serving Safe Food, Second Edition: Video Guide – Introduction to Food Safety. The Educational Foundation, National Restaurant Association, 1993.

Serving Safe Food, Second Edition: Video Guide – Managing Food Safety: A Practical Approach to HACCP. The Educational Foundation, National Restaurant Association, 1993.

Serving Safe Food, Second Edition: Video Guide – Personal Hygiene. The Educational Foundation, National Restaurant Association, 1993.

Serving Safe Food, Second Edition: Video Guide – Preparation, Cooking and Service. The Educational Foundation, National Restaurant Association, 1993.

Serving Safe Food, Second Edition: Video Guide – Proper Cleaning and Sanitizing. The Educational Foundation, National Restaurant Association, 1993.

Serving Safe Food, Second Edition: Video Guide – Receiving and Storage. The Educational Foundation, National Restaurant Association, 1993.

The HACCP Cookbook and Manual. Ann Lachney, R.D. Nutrition Development Systems, 1997. *Incorporates the 1997 Food Code. Features 100 recipes in full HACCP format with Critical Control Points (CCPs).*

The Safe Food Book: Your Kitchen Guide. U.S. Department of Agriculture, Food Safety and Inspection Service, Home and Garden Bulletin #241, 1985.

Those Mean Nasty Dirty Downright Disgusting but Invisible Germs. Judith Rice, Redleaf Press, 1989. *Concepts of good personal hygiene presented in an entertaining manner for young children.*

Working Safe: Accident Prevention in Child Nutrition Programs. 1999 Breakfast Lunch Training. National Food Service Management Institute, 1999. *Includes video "Working Safe: Accident Prevention in Child Nutrition Programs."*

Your Game Plan for Food Safety Teacher's Activity and Experiment Guide. A "Fight BAC™" Food Safety Education Program for Grades 4-6. The Partnership for Food Safety Education and the Food Marketing Institute, 1999. *Education program for grades 4-6. Includes posters, activities, experiments, home survey, Take-home BAC catchers and video, "BAC Attack! How Our School Fought BAC for Food Safety."*

Videos

BST & Milk: Issues and Answers. American Medical Television, 1993. RT 20:30.

BAC Attack! How Our School Fought BAC for Food Safety. The Partnership for Food Safety Education and the Food Marketing Institute, 1999. RT 19:45. *Accompanying material, "Your Game Plan for Food Safety Teacher's Activity and Experiment Guide."*

Food Safety is No Mystery: A Training Program for Food Service Workers. U.S. Department of Agriculture, 1987. RT 34:10. (7 copies)

Food Safety is No Mystery: A Training Program for Food Service Workers – Spanish Version. U.S. Department of Agriculture, 1987. RT 34:10.

Food Safety: It's In Your Hands. National Food Service Management Institute, August 25, 1999. RT 1:57. (2 copies)

Food Safety: More Tips on Eating Healthy. CNN, 1993. RT 25:00.

It Only Takes One Bite: Food Allergy and Anaphylaxis. Food Allergy Network, 1993. RT 18:00.

Keeping Our Children Safe. Food Allergy Network, 1995. RT 10:00. *Accompanies the "School Food Allergy Program: A Comprehensive Program for Managing Allergies at School."*

Louisiana School Food Service Training Program, Phase I A: Personal Hygiene. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I B: Sanitary Food Handling. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I C: Cleaning the Facility. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I D: Safe Working Practices I. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Louisiana School Food Service Training Program, Phase I E: Safe Working Practices II. Louisiana Department of Education, 1998. *Accompanies "Louisiana School Food Service Training Program," a comprehensive training program for school food service employees.*

Questions and Answers About BST and Milk. Dairy Coalition, Washington DC, 1994.

Safe Food for Children: Lessons for Parents and Child Care Providers. Kansas Cooperative Extension, 1992. RT 46:00. *Accompanies "Safe Food for Children" lessons.*

Sanitation & Hygiene: Why the Importance? National Educational Media, 1981. RT 8:00.

ServSafe video #1 – Employee Health and Hygiene. National Restaurant Association, 1990. *Accompanying video guide.*

ServSafe video #2 – Receiving and Storage. National Restaurant Association, 1990. *Accompanying video guide.*

ServSafe video #3 – Preparation and Service. National Restaurant Association, 1990. *Accompanying video guide.*

ServSafe video #4 – Cleaning and Sanitizing. National Restaurant Association, 1990. *Accompanying video guide.*

Serving Safe Food Video Series, Second Edition: Introduction to Food Safety. The Educational Foundation, National Restaurant Association, 1993. RT 10:00. (6 copies)

Serving Safe Food Video Series, Second Edition: Managing Food Safety: A Practical Approach to HACCP. The Educational Foundation, National Restaurant Association, 1993. RT 20:00. *Accompanying video guide.* (6 copies)

Serving Safe Food Video Series, Second Edition: Personal Hygiene. The Educational Foundation, National Restaurant Association, 1993. RT 10:00. *Accompanying video guide.* (6 copies)

Serving Safe Food Video Series, Second Edition: Preparation, Cooking and Service. The Educational Foundation, National Restaurant Association, 1993. RT 10:00. *Accompanying video guide.* (6 copies)

Serving Safe Food Video Series, Second Edition: Proper Cleaning and Sanitizing. The Educational Foundation, National Restaurant Association, 1993. RT 10:00. *Accompanying video guide.* (6 copies)

Serving Safe Food Video Series, Second Edition: Receiving and Storage. The Educational Foundation, National Restaurant Association, 1993. RT 10:00. *Accompanying video guide.* (6 copies)

Working Safe: Accident Prevention in Child Nutrition Programs. 1999 Breakfast Lunch Training. National Food Service Management Institute, 1999. RT 16:00. *Accompanying training materials.* (2 copies)

Marketing and Merchandising

Be a Good Sport: A Specialty Menu of Nutrition Education Materials. Nutrition at Work, University of New Hampshire, 1980.

Cling Peach Advisory Board, San Francisco, CA. *Menus for merchandising, and lesson plans.*

Development and Evaluation of a Nutrition Education Kit for Merchandising Nutrition in the School Lunch Program (Masters Thesis). Helene Jensen. University of Connecticut, 1983.

Eggscellent Adventures in the School Cafeteria – Merchandising Guide. American Egg Board, Park City, Illinois, 1992.

Every Little Bite Counts: Nutrition Education Activities for School Food Service Personnel. Missouri Nutrition Education and Training Program, 1988.

Every Little Bite Counts: The Cafeteria as a Learning Laboratory. Missouri Nutrition Education and Training Program, 1992. *Resource for promoting the cafeteria as learning laboratory for nutrition education.*

Fifty-Two Cafeteria Promotions that Really Work. Robert F. Underwood, Aspen Publishers, 1988. *Provides innovative ideas for increased sales and improved image, including creative competitive strategies, planning and implementing promotions, and imaginative examples of advertising, signs, newsletters, point-of-purchase materials, coupons, contest and more.*

Get Rolling on Your Own Breakfast in Schools Program. State of Florida, Department of Citrus, 1991.

Go for the Gold With Customer Service. National Food Service Management Institute, 1994. *Focuses on marketing child nutrition programs through quality customer service. Accompanying video. (2 copies)*

Got Milk? Menu Marketing Kit. National Dairy Council, 1999. *Includes menu grids, newsletters for menus, clip art, ideas for promotions and CD-ROM with menu grids and clip art.*

Keep it Running in Top Condition: A Marketing Program to Encourage Healthy Food Choices in the Cafeteria. Colorado Department of Education and Kansas State Board of Education, National Food Service Management Institute, 1994.

Making Mealtime Magic. Diane Barksdale, American School Food Service Association, 1995. *Targets principals, encouraging them to use the booklet to train teachers and staff about how to encourage children to eat properly.*

Managing the Media. American School Food Service Association. *A two-part program to help you develop positive media relations. Includes: 1) guidebook on how to give interesting quotes to the media, create press releases and how to identify target audience to create a memorable message; 2) videotape to demonstrate the ideas in action.*

Marketing Management. Georgia Department of Education, 2002. *Designed to enhance or improve managers' ability to market school nutrition programs. Includes 15 two-hour lessons that present basic marketing concepts in easy-to-remember segments.*

- Marketing Matters: Building an Effective Communications Program. Department of Health and Human Services, 1996. *Written for child abuse and neglect prevention programs, but includes practical advice on how to use the media successfully, which can be applied to other fields. Addresses building/maintaining partnerships and collaborative efforts, promoting your organization, building positive relationships with the media, etc.*
- Marketing To and Through Kids. Selina Guber and Jon Berry, McGraw-Hill, 1993.
- Merchandising School Lunch: A Nutrition Approach. Connecticut Nutrition Education and Training Program, 1983. (3 kits)
- Merchandising Training for School Food Service Personnel. New York State Department of Education.
- Nutrition at Work: American Heritage, Narragansett Indian. University of New Hampshire, 1980. *A specialty menu of nutrition education materials for grades K-4. Includes menus, recipes, and classroom activity suggestions.*
- Nutrition at Work: Chinese Fortunes. University of New Hampshire, 1980. *A specialty menu of nutrition education materials for grades K-4. Includes menus, recipes, and classroom activity suggestions.*
- Nutrition at Work: Hollywood Creature Features. University of New Hampshire, 1980. *A specialty menu of nutrition education materials for grades K-4. Includes menus, recipes, and classroom activity suggestions.*
- Nutrition at Work: Library Lunch. University of New Hampshire, 1981. *A specialty menu of nutrition education materials for grades K-4. Includes menus, recipes, and classroom activity suggestions.*
- Nutrition at Work: Mexico. University of New Hampshire, 1980. *A specialty menu of nutrition education materials for grades K-4. Includes menus, recipes, and classroom activity suggestions.*
- Nutrition at Work: Programmed for Power. University of New Hampshire, 1983. *A specialty menu with nutrition education materials prepared for teachers and school food service personnel.*
- Nutrition at Work: The Heart Connection. University of New Hampshire, 1980. *A specialty menu of nutrition education materials for grades K-4. Includes menus, recipes, and classroom activity suggestions.*
- Nutrition at Work: Vegetables with Good Munch. University of New Hampshire, 1980. *A specialty menu of nutrition education materials for grades K-4. Includes menus, recipes, and classroom activity suggestions.*
- Promoting Nutrition in the Home, School, and Community – A Manual for Teachers. The Archdiocese of Chicago Food Service Program, 1981.
- Promoting School Lunch. Connecticut Department of Agriculture and Connecticut Nutrition Education and Training Program, 1989. *Monthly merchandising packets for September through June.*
- Promotional Programs for Colorado School Food Services. Colorado Nutrition Education and Training Program, 1993.

School Lunch: Come and Get It Marketing Program. Virginia Department of Education, 1992. *Marketing program to assist schools in promoting school lunches to secondary students.*

School Lunch Planning Guide. General Foods Foodservice, White Plains, NY, 1988.

School Meals: A Marketing Challenge. Ohio Department of Education, 2000. *Includes lesson plans and transparencies.*

Taste...Your Choice: Adventures in Good Eating. National Dairy Council, 1995. *School meal promotion package includes menu ideas, posters, sample teacher and parent letters, handout masters, press release and three theme promotions: Space Adventure, Around the World Adventure; and Hometown Adventure.*

Tenne-Seasons. Tennessee School Food Service Association, 1996. *Promotional manual for school nutrition staff, including nutrition education activities.*

Videos

It's Your Serve: Keys to Better Customer Service and Marketing. Tyson Foods, Inc., 1993. *Accompanying Presenter's Guide.*

Go for the Gold With Customer Service. National Food Service Management Institute, 1994. RT 16:10. *Accompanies training manual "Go for the Gold With Customer Service." (2 copies)*

Hey, What's Cookin'? Recipes for a School Food Service Revolution. Texas Nutrition Education and Training Program, Department of Education, 1995. RT 35:00. *Marketing strategies for the 1990's and beyond. Provides marketing solutions to problems encountered in real school districts. Includes suggested talking points for discussion and training. (2 copies)*

National Food Service Management Institute Teleconference #5 – Marketing Healthy Food Choices (4/28/93). National Food Service Management Institute, 1993. RT 60:00.

Serving with Style. Spring Branch School District, Houston, Texas, 1984. RT 9:32. *Increasing program quality through positive customer service (for food service workers).*